

LESSONS LEARNED AND TAKEAWAYS IN DOING BUSINESS WITH DOE

Presenters

Thelia Puryear, Program Manager

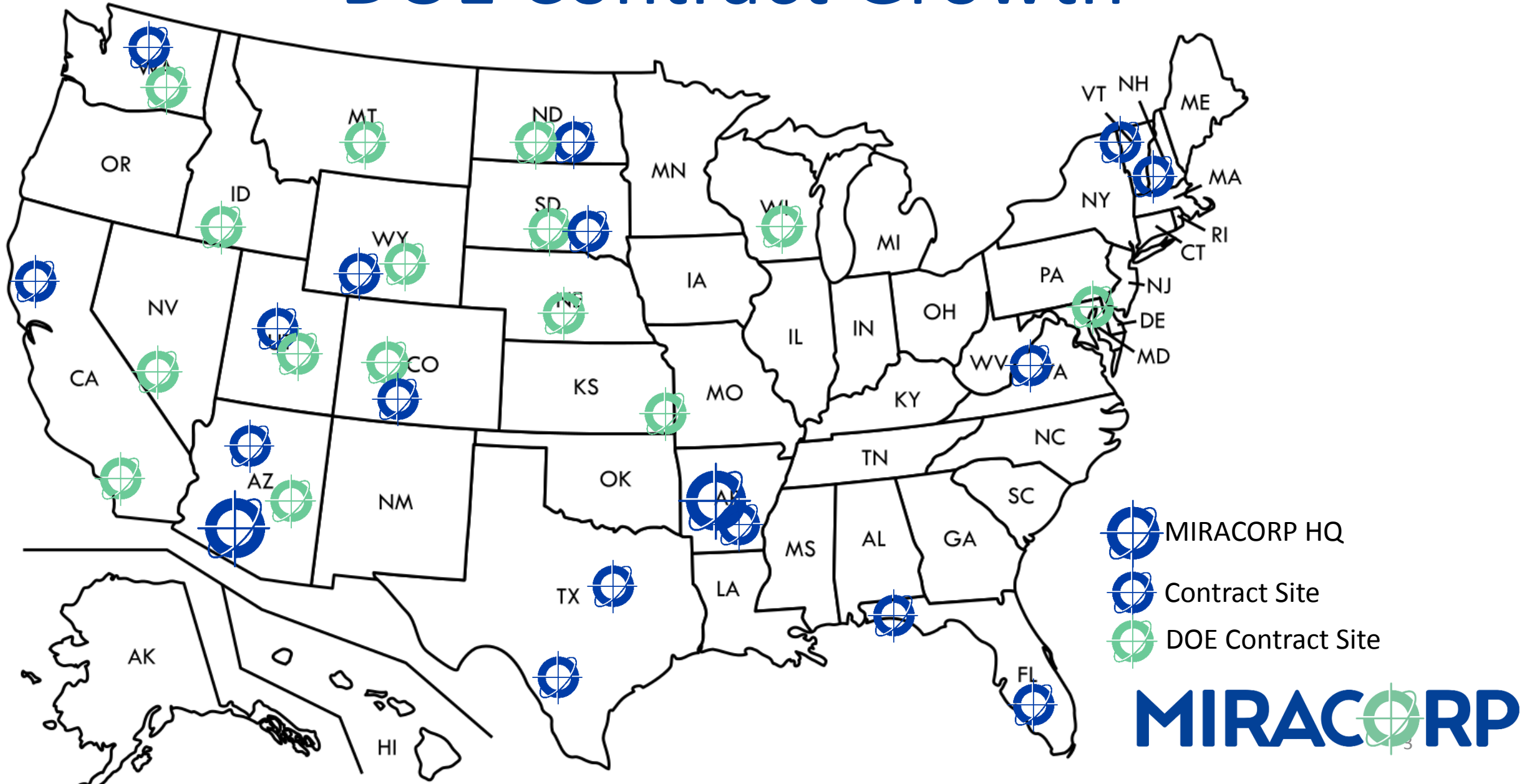
Heather Broughton, VP of Business Development

MIRACORP and DOE

- 11+ Years Supporting the Department of Energy-Nationwide
- DOE Awards Nominations
- Exceptional CPARs
- Involvement in DOE Engagements



DOE Contract Growth

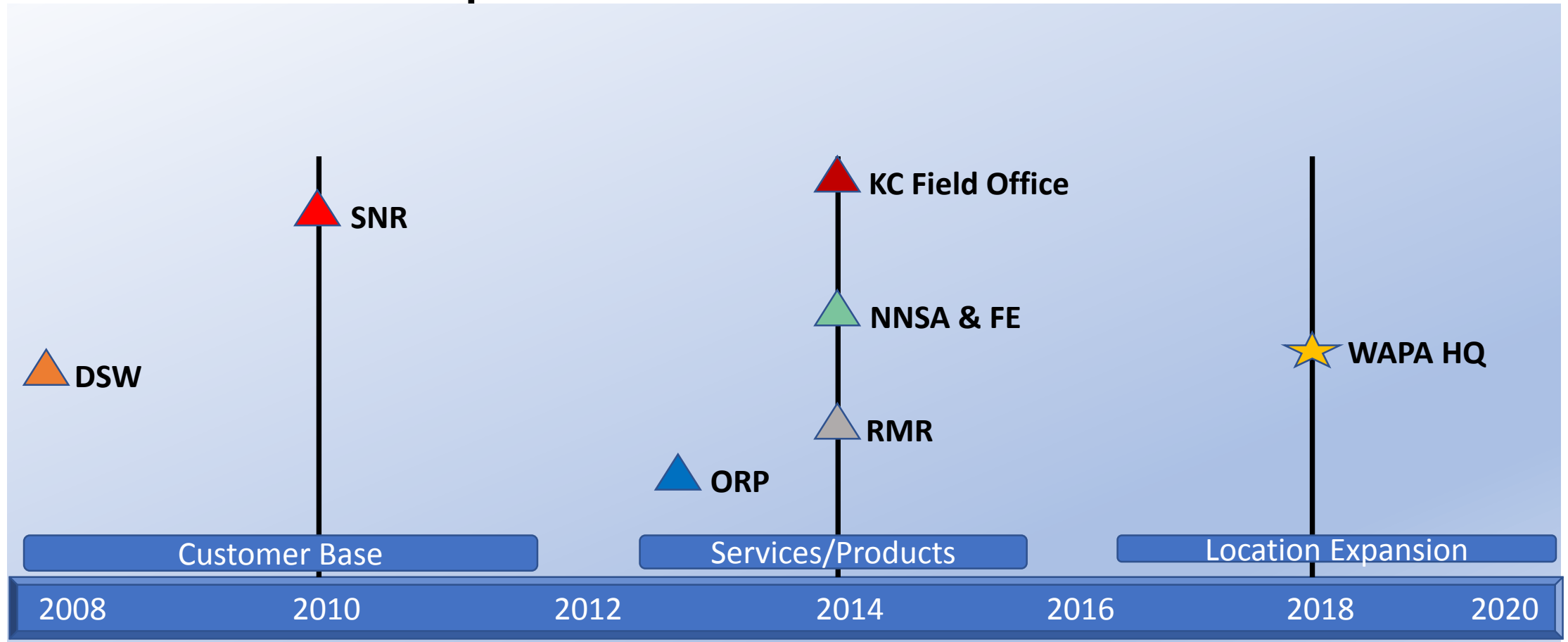


3 Key Takeaways

- Diversify
- Understand
- Know Your Value

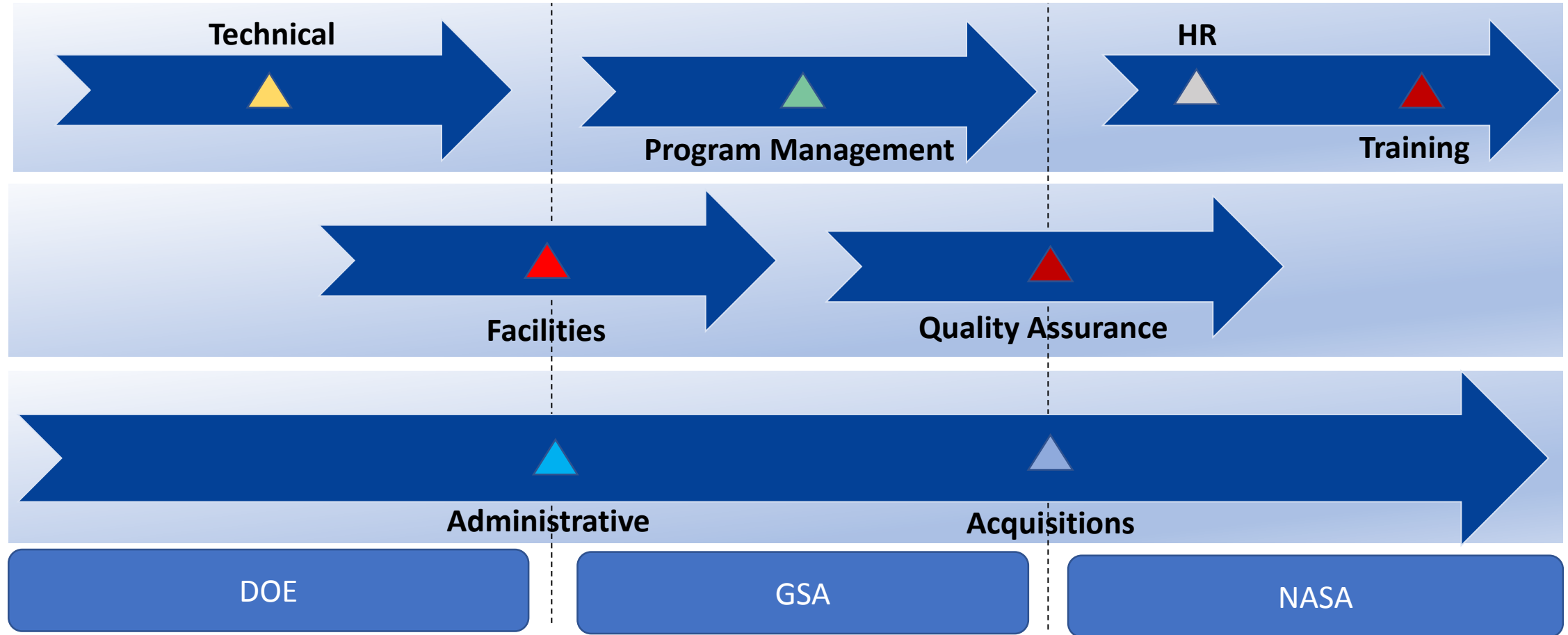
Diversify

Prepare for the Unforeseen!



Customer Base

Services and Products!



Understand

Sustain and grow!

- Cash Flow
- Contract Language
- Competitive Inclusion



Know Your Value

Negotiations and Communications!

- YOU Can Do It
- Partners
- Customers



Questions?

If no questions, I have one for you!!

What are the 3 Key Takeaways?

Diversify

Understand

Know Your Value

Thank You and Thank You For Your Service!



MIRACORP